

UNITED STATES BANKRUPTCY COURT FOR
THE EASTERN DISTRICT OF MICHIGAN
SOUTHERN DIVISION

IN RE:

Case No. 24-31912

COST LESS DISTRIBUTING, INC.

Chapter 11

Debtor.

Judge: Joel D. Applebaum

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Corrected Revised Exhibit B to Subchapter V
Plan

	January	February	March	April	May	June	July	August	Sept	Oct	Nov	Dec	Annual
Total Sales/Revenue	480,794.77	535,975.61	442,600.83	488,965.75	525,000.00	505,000.00	515,000.00	525,000.00	545,000.00	545,000.00	545,000.00	515,000.00	\$6,168,336.96
Cost of Goods Sold	276,592.11	321,585.37	246,527.29	287,964.36	315,000.00	303,000.00	309,000.00	315,000.00	327,000.00	327,000.00	327,000.00	309,000.00	\$3,664,669.13
Gross Profit	204,202.66	214,390.24	196,073.54	201,001.39	210,000.00	202,000.00	206,000.00	210,000.00	218,000.00	218,000.00	218,000.00	206,000.00	\$2,503,667.83
Expense													
Adveristing	1,001.68	4,076.27	\$7,037.54	\$3,500.00	\$3,500.00	\$3,500.00	\$3,500.00	\$3,500.00	\$3,500.00	\$3,500.00	\$3,500.00	\$3,500.00	\$43,615.49
Auto/Truck	3,942.02	2,457.71	\$2,692.37	\$2,800.00	\$2,800.00	\$2,800.00	\$2,800.00	\$2,800.00	\$2,800.00	\$2,800.00	\$2,800.00	\$2,800.00	\$34,292.10
Auto Lease	2,867.91	1,703.13	\$1,278.13	\$1,500.00	\$1,500.00	\$1,500.00	\$1,500.00	\$1,500.00	\$1,500.00	\$1,500.00	\$1,500.00	\$1,500.00	\$19,349.17
Bank Fee	293.39	672.70	\$246.00	\$400.00	\$400.00	\$400.00	\$400.00	\$400.00	\$400.00	\$400.00	\$400.00	\$400.00	\$4,812.09
Building Exp	180.27	2,081.15	\$1,643.28	\$1,500.00	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00	\$9,404.70
Commission	12,767.12	10,412.18	\$12,247.51	\$12,500.00	\$12,500.00	\$14,000.00	\$12,500.00	\$12,500.00	\$13,000.00	\$13,000.00	\$13,000.00	\$13,000.00	\$151,426.81
Computer/Internet	3,071.84	3,581.75	\$2,788.62	\$1,200.00	\$1,200.00	\$1,200.00	\$1,200.00	\$1,200.00	\$1,200.00	\$1,200.00	\$1,200.00	\$1,200.00	\$20,242.21
Credit Card Fee	1,028.68	1,991.94	\$1,636.96	\$1,900.00	\$1,900.00	\$1,900.00	\$1,900.00	\$1,900.00	\$1,900.00	\$1,900.00	\$1,900.00	\$1,900.00	\$21,757.58
Insurance Expense	7,231.05	13,111.54	\$3,354.16	\$8,000.00	\$8,000.00	\$8,000.00	\$8,000.00	\$8,000.00	\$8,000.00	\$8,000.00	\$8,000.00	\$8,000.00	\$95,696.75
Meals & Entertainment	813.07	341.07	\$1,761.90	\$800.00	\$800.00	\$800.00	\$800.00	\$800.00	\$800.00	\$1,200.00	\$1,200.00	\$1,200.00	\$11,316.04
Payroll Expenses	83,510.18	75,088.09	\$80,492.28	\$83,500.00	\$86,500.00	\$86,500.00	\$86,500.00	\$88,843.26	\$88,843.26	\$88,843.26	\$88,843.26	\$88,843.26	\$1,026,306.85
Printing and Reproduction	8,799.82	8,810.00	\$2,515.90	\$3,000.00	\$3,000.00	\$3,000.00	\$3,000.00	\$3,000.00	\$3,000.00	\$3,000.00	\$3,000.00	\$3,000.00	\$47,125.72
Professional Fees	2,000.00	2,000.00	\$2,000.00	\$2,000.00	\$2,000.00	\$2,000.00	\$2,000.00	\$2,000.00	\$2,000.00	\$2,000.00	\$2,000.00	\$2,000.00	\$24,000.00
Repairs and Maintenance	2,469.24	9,687.49	\$5,128.42	\$1,781.68	\$1,781.68	\$1,781.68	\$1,781.68	\$1,781.68	\$1,781.68	\$1,781.68	\$1,781.68	\$1,781.68	\$33,320.27
Shipping / Freight	33,686.37	32,069.22	\$12,668.51	\$34,227.60	\$36,750.00	\$35,350.00	\$36,050.00	\$36,750.00	\$38,150.00	\$38,150.00	\$38,150.00	\$36,050.00	\$408,051.70
Show Booth	0.00	2,195.03	\$3,971.52	\$0.00	\$0.00	\$0.00	\$0.00	\$7,000.00	\$0.00	\$0.00	\$0.00	\$0.00	\$13,166.55
Telephone Expense	1,303.39	1,261.74	\$1,261.74	\$1,300.00	\$1,300.00	\$1,300.00	\$1,300.00	\$1,300.00	\$1,300.00	\$1,300.00	\$1,300.00	\$1,300.00	\$15,526.87
Travel Expense	462.84	195.79	\$7,338.03	\$800.00	\$800.00	\$800.00	\$800.00	\$7,000.00	\$800.00	\$800.00	\$800.00	\$800.00	\$21,396.66
Utilities	4,208.11	1,619.66	\$7,656.96	\$4,800.00	\$4,800.00	\$4,800.00	\$4,800.00	\$4,800.00	\$4,800.00	\$4,800.00	\$4,800.00	\$4,800.00	\$56,684.73
Warehouse Supplies	11,477.77	17,163.52	\$13,560.69	\$13,500.00	\$10,000.00	\$10,000.00	\$10,000.00	\$10,000.00	\$10,000.00	\$10,000.00	\$10,000.00	\$10,000.00	\$135,701.98
Total Exp	181,114.75	190,519.98	\$171,280.52	\$179,009.28	\$180,031.68	\$180,131.68	\$179,331.68	\$195,574.94	\$184,274.94	\$184,674.94	\$184,674.94	\$182,574.94	\$2,193,194.27
Net Profit	\$23,087.91	\$23,870.26	\$24,793.02	\$21,992.11	\$29,968.32	\$21,868.32	\$26,668.32	\$14,425.06	\$33,725.06	\$33,325.06	\$33,325.06	\$23,425.06	\$310,473.56

	January	February	March	April	May	June	July	August	Sept	Oct	Nov	Dec	Annual
Total Sales/Revenue	\$506,099.75	\$564,184.85	\$465,895.61	\$514,700.78	\$552,631.75	\$531,578.94	\$542,105.26	\$552,631.57	\$573,684.21	\$573,684.21	\$573,684.21	\$542,105.26	\$6,492,986.40
Total Income	\$506,099.75	\$564,184.85	\$465,895.61	\$514,700.78	\$552,631.75	\$531,578.94	\$542,105.26	\$552,631.57	\$573,684.21	\$573,684.21	\$573,684.21	\$542,105.26	\$6,492,986.40
Cost Goods	\$303,659.85	\$338,510.91	\$279,537.37	\$308,820.47	\$331,579.05	\$318,947.36	\$325,263.16	\$331,578.94	\$344,210.53	\$344,210.53	\$344,210.53	\$325,263.16	\$3,895,791.84
Total Cost Goods	\$303,659.85	\$338,510.91	\$279,537.37	\$308,820.47	\$331,579.05	\$318,947.36	\$325,263.16	\$331,578.94	\$344,210.53	\$344,210.53	\$344,210.53	\$325,263.16	\$3,895,791.84
Gross Profit	<u>\$202,439.90</u>	<u>\$225,673.94</u>	<u>\$186,358.24</u>	<u>\$205,880.31</u>	<u>\$221,052.70</u>	<u>\$212,631.58</u>	<u>\$216,842.10</u>	<u>\$221,052.63</u>	<u>\$229,473.68</u>	<u>\$229,473.68</u>	<u>\$229,473.68</u>	<u>\$216,842.10</u>	<u>\$2,597,194.56</u>
Expense													
Adveristing	\$3,800.00	\$3,800.00	\$3,800.00	\$3,800.00	\$3,800.00	\$3,800.00	\$3,800.00	\$3,800.00	\$3,800.00	\$3,800.00	\$3,800.00	\$3,800.00	\$45,600.00
Auto/Truck	\$3,200.00	\$3,200.00	\$4,200.00	\$4,200.00	\$4,200.00	\$4,200.00	\$4,200.00	\$4,200.00	\$4,200.00	\$4,200.00	\$4,200.00	\$4,200.00	\$48,400.00
Auto Lease	\$1,700.00	\$1,700.00	\$1,700.00	\$1,700.00	\$1,700.00	\$1,700.00	\$1,700.00	\$1,700.00	\$1,700.00	\$1,700.00	\$1,700.00	\$1,700.00	\$20,400.00
Bank Fee	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00	\$6,000.00
Building Exp	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00	\$6,000.00
Commission	\$12,652.47	\$14,104.42	\$11,647.39	\$12,867.51	\$13,815.79	\$13,289.47	\$13,552.63	\$13,815.78	\$14,342.10	\$14,342.10	\$14,342.10	\$13,552.63	\$162,324.39
Computer/internet	\$1,500.00	\$1,500.00	\$1,500.00	\$1,500.00	\$1,500.00	\$1,500.00	\$1,500.00	\$1,500.00	\$1,500.00	\$1,500.00	\$1,500.00	\$1,500.00	\$18,000.00
Credit Card Fee	\$2,100.00	\$2,100.00	\$2,100.00	\$2,100.00	\$2,100.00	\$2,100.00	\$2,100.00	\$2,100.00	\$2,100.00	\$2,100.00	\$2,100.00	\$2,100.00	\$25,200.00
Insurance Expense	\$9,000.00	\$9,000.00	\$9,000.00	\$9,000.00	\$9,000.00	\$9,000.00	\$9,000.00	\$9,000.00	\$9,000.00	\$9,000.00	\$9,000.00	\$9,000.00	\$108,000.00
Meals & Entertainment	\$1,000.00	\$1,000.00	\$4,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$15,000.00
Payroll Expenses	\$88,843.26	\$88,843.26	\$88,843.26	\$88,843.26	\$88,843.26	\$88,843.26	\$88,843.26	\$88,843.26	\$88,843.26	\$88,843.26	\$88,843.26	\$88,843.26	\$1,066,119.12
Printing and Reproduction	\$3,500.00	\$3,500.00	\$3,500.00	\$3,500.00	\$3,500.00	\$3,500.00	\$3,500.00	\$3,500.00	\$3,500.00	\$3,500.00	\$3,500.00	\$3,500.00	\$42,000.00
Professional Fees	\$1,200.00	\$1,200.00	\$1,200.00	\$1,200.00	\$1,200.00	\$1,200.00	\$1,200.00	\$1,200.00	\$1,200.00	\$1,200.00	\$1,200.00	\$1,200.00	\$14,400.00
Repairs and Maintenance	\$1,781.68	\$1,781.68	\$1,781.68	\$1,781.68	\$1,781.68	\$1,781.68	\$1,781.68	\$1,781.68	\$1,781.68	\$1,781.68	\$1,781.68	\$1,781.68	\$21,380.16
Shipping / Freight	\$28,000.00	\$39,492.94	\$29,612.54	\$36,029.05	\$38,684.22	\$37,210.53	\$37,947.37	\$38,684.21	\$38,157.35	\$38,157.35	\$38,157.35	\$35,947.65	\$436,080.56
Show Booth	\$0.00	\$7,000.00	\$7,000.00	\$0.00	\$0.00	\$0.00	\$0.00	\$18,000.00	\$0.00	\$0.00	\$0.00	\$0.00	\$32,000.00
Telephone Expense	\$1,400.00	\$1,400.00	\$1,400.00	\$1,400.00	\$1,400.00	\$1,400.00	\$1,400.00	\$1,400.00	\$1,400.00	\$1,400.00	\$1,400.00	\$1,400.00	\$16,800.00
Travel Expense	\$1,000.00	\$4,000.00	\$4,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$18,000.00
Utilities	\$4,800.00	\$4,800.00	\$4,800.00	\$4,800.00	\$4,800.00	\$4,800.00	\$4,800.00	\$4,800.00	\$4,800.00	\$4,800.00	\$4,800.00	\$4,800.00	\$57,600.00
Warehouse Supplies	\$11,000.00	\$11,000.00	\$11,000.00	\$11,000.00	\$11,000.00	\$11,000.00	\$11,000.00	\$11,000.00	\$11,000.00	\$11,000.00	\$11,000.00	\$11,000.00	\$132,000.00
Total Exp	<u>\$177,477.41</u>	<u>\$200,422.30</u>	<u>\$192,084.87</u>	<u>\$186,721.50</u>	<u>\$190,324.95</u>	<u>\$188,324.94</u>	<u>\$189,324.94</u>	<u>\$208,324.93</u>	<u>\$190,324.39</u>	<u>\$190,324.39</u>	<u>\$190,324.39</u>	<u>\$187,325.22</u>	<u>\$2,291,304.23</u>
Net Profit	\$24,962.49	\$25,251.64	-\$5,726.63	\$19,158.81	\$30,727.75	\$24,306.64	\$27,517.17	\$12,727.70	\$39,149.29	\$39,149.29	\$39,149.29	\$29,516.88	\$305,890.33

	January	February	March	April	May	June	July	August	Sept	Oct	Nov	Dec	Annual
Total Sales/Revenue	\$532,736.57	\$593,878.78	\$490,416.43	\$541,790.29	\$581,717.63	\$559,556.77	\$570,637.11	\$581,717.44	\$603,878.11	\$603,878.11	\$603,878.11	\$570,637.11	\$6,834,722.46
Total Income	\$532,736.57	\$593,878.78	\$490,416.43	\$541,790.29	\$581,717.63	\$559,556.77	\$570,637.11	\$581,717.44	\$603,878.11	\$603,878.11	\$603,878.11	\$570,637.11	\$6,834,722.46
Cost Goods	\$319,641.94	\$356,327.27	\$294,249.86	\$325,074.17	\$349,030.58	\$335,734.06	\$342,382.27	\$349,030.46	\$362,326.87	\$362,326.87	\$362,326.87	\$342,382.27	\$4,100,833.48
Total Cost Goods	\$319,641.94	\$356,327.27	\$294,249.86	\$325,074.17	\$349,030.58	\$335,734.06	\$342,382.27	\$349,030.46	\$362,326.87	\$362,326.87	\$362,326.87	\$342,382.27	\$4,100,833.48
Gross Profit	<u>\$213,094.63</u>	<u>\$237,551.51</u>	<u>\$196,166.57</u>	<u>\$216,716.12</u>	<u>\$232,687.05</u>	<u>\$223,822.71</u>	<u>\$228,254.84</u>	<u>\$232,686.98</u>	<u>\$241,551.24</u>	<u>\$241,551.24</u>	<u>\$241,551.24</u>	<u>\$228,254.84</u>	<u>\$2,733,888.98</u>
Expense													
Adveristing	\$4,000.00	\$4,000.00	\$4,000.00	\$4,000.00	\$4,000.00	\$4,000.00	\$4,000.00	\$4,000.00	\$4,000.00	\$4,000.00	\$4,000.00	\$4,000.00	\$48,000.00
Auto/Truck	\$4,400.00	\$4,400.00	\$4,400.00	\$4,400.00	\$4,400.00	\$4,400.00	\$4,400.00	\$4,400.00	\$4,400.00	\$4,400.00	\$4,400.00	\$4,400.00	\$52,800.00
Auto Lease	\$2,000.00	\$2,000.00	\$2,000.00	\$2,000.00	\$2,000.00	\$2,000.00	\$2,000.00	\$2,000.00	\$2,000.00	\$2,000.00	\$2,000.00	\$2,000.00	\$24,000.00
Bank Fee	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00	\$6,000.00
Building Exp	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00	\$6,000.00
Commission	\$13,318.42	\$14,846.97	\$12,260.41	\$12,867.51	\$14,542.94	\$13,988.92	\$14,265.93	\$14,542.94	\$15,096.95	\$15,096.95	\$15,096.95	\$14,265.93	\$170,190.82
Computer/Internet	\$1,500.00	\$1,500.00	\$1,500.00	\$1,500.00	\$1,500.00	\$1,500.00	\$1,500.00	\$1,500.00	\$1,500.00	\$1,500.00	\$1,500.00	\$1,500.00	\$18,000.00
Credit Card Fee	\$2,500.00	\$2,500.00	\$2,500.00	\$2,500.00	\$2,500.00	\$2,500.00	\$2,500.00	\$2,500.00	\$2,500.00	\$2,500.00	\$2,500.00	\$2,500.00	\$30,000.00
Insurance Expense	\$10,000.00	\$1,000.00	\$10,000.00	\$10,000.00	\$1,000.00	\$10,000.00	\$10,000.00	\$10,000.00	\$10,000.00	\$10,000.00	\$10,000.00	\$10,000.00	\$102,000.00
Meals & Entertainment	\$1,000.00	\$1,000.00	\$4,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$15,000.00
Payroll Expenses	\$90,620.12	\$90,620.12	\$90,620.12	\$90,620.12	\$90,620.12	\$90,620.12	\$90,620.12	\$90,620.12	\$90,620.12	\$90,620.12	\$90,620.12	\$90,620.12	\$1,087,441.44
Printing and Reproduction	\$3,500.00	\$3,500.00	\$3,500.00	\$3,500.00	\$3,500.00	\$3,500.00	\$3,500.00	\$3,500.00	\$3,500.00	\$3,500.00	\$3,500.00	\$3,500.00	\$42,000.00
Professional Fees	\$1,200.00	\$1,200.00	\$1,200.00	\$1,200.00	\$1,200.00	\$1,200.00	\$1,200.00	\$1,200.00	\$1,200.00	\$1,200.00	\$1,200.00	\$1,200.00	\$14,400.00
Repairs and Maintenance	\$1,781.68	\$1,781.68	\$1,781.68	\$1,781.68	\$1,781.68	\$1,781.68	\$1,781.68	\$1,781.68	\$1,781.68	\$1,781.68	\$1,781.68	\$1,781.68	\$21,380.16
Shipping / Freight	\$28,000.00	\$41,571.51	\$29,612.54	\$37,925.32	\$40,720.23	\$39,168.97	\$39,944.60	\$40,720.22	\$38,157.35	\$38,157.35	\$38,157.35	\$35,947.65	\$448,083.10
Show Booth	\$0.00	\$8,000.00	\$8,000.00	\$0.00	\$0.00	\$0.00	\$0.00	\$20,000.00	\$0.00	\$0.00	\$0.00	\$0.00	\$36,000.00
Telephone Expense	\$1,500.00	\$1,500.00	\$1,500.00	\$1,500.00	\$1,500.00	\$1,500.00	\$1,500.00	\$1,500.00	\$1,500.00	\$1,500.00	\$1,500.00	\$1,500.00	\$18,000.00
Travel Expense	\$1,500.00	\$5,000.00	\$5,000.00	\$1,500.00	\$1,500.00	\$1,500.00	\$1,500.00	\$1,500.00	\$1,500.00	\$1,500.00	\$1,500.00	\$1,500.00	\$25,000.00
Utilities	\$5,000.00	\$5,000.00	\$5,000.00	\$5,000.00	\$5,000.00	\$5,000.00	\$5,000.00	\$5,000.00	\$5,000.00	\$5,000.00	\$5,000.00	\$5,000.00	\$60,000.00
Warehouse Supplies	\$12,000.00	\$12,000.00	\$12,000.00	\$12,000.00	\$12,000.00	\$12,000.00	\$12,000.00	\$12,000.00	\$12,000.00	\$12,000.00	\$12,000.00	\$12,000.00	\$144,000.00
Total Exp	<u>\$184,820.22</u>	<u>\$202,420.28</u>	<u>\$199,874.75</u>	<u>\$194,294.63</u>	<u>\$189,764.97</u>	<u>\$196,659.69</u>	<u>\$197,712.33</u>	<u>\$218,764.96</u>	<u>\$196,756.10</u>	<u>\$196,756.10</u>	<u>\$196,756.10</u>	<u>\$193,715.38</u>	<u>\$2,368,295.52</u>
Net Profit	\$28,274.41	\$35,131.23	-\$3,708.18	\$22,421.49	\$42,922.08	\$27,163.01	\$30,542.52	\$13,922.02	\$44,795.14	\$44,795.14	\$44,795.14	\$34,539.46	\$365,593.46

	January	February	March	April	May	June	July	August	Sept	Oct	Nov	Dec	Annual
Total Sales/Revenue	\$549,212.95	\$612,246.16	\$505,583.94	\$558,546.69	\$599,708.89	\$576,862.64	\$588,285.68	\$599,708.70	\$622,554.75	\$622,554.75	\$622,554.75	\$588,285.68	\$7,046,105.58
Total Income	\$549,212.95	\$612,246.16	\$505,583.94	\$558,546.69	\$599,708.89	\$576,862.64	\$588,285.68	\$599,708.70	\$622,554.75	\$622,554.75	\$622,554.75	\$588,285.68	\$7,046,105.58
Cost Goods	\$329,527.77	\$367,347.70	\$303,350.36	\$335,128.01	\$359,825.33	\$346,117.58	\$352,971.41	\$359,825.22	\$373,532.85	\$373,532.85	\$373,532.85	\$352,971.41	\$4,227,663.35
Total Cost Goods	\$329,527.77	\$367,347.70	\$303,350.36	\$335,128.01	\$359,825.33	\$346,117.58	\$352,971.41	\$359,825.22	\$373,532.85	\$373,532.85	\$373,532.85	\$352,971.41	\$4,227,663.35
Gross Profit	<u>\$219,685.18</u>	<u>\$244,898.46</u>	<u>\$202,233.58</u>	<u>\$223,418.68</u>	<u>\$239,883.56</u>	<u>\$230,745.06</u>	<u>\$235,314.27</u>	<u>\$239,883.48</u>	<u>\$249,021.90</u>	<u>\$249,021.90</u>	<u>\$249,021.90</u>	<u>\$235,314.27</u>	<u>\$2,818,442.23</u>
Expense													
Adveristing	\$3,800.00	\$3,800.00	\$3,800.00	\$3,800.00	\$3,800.00	\$3,800.00	\$3,800.00	\$3,800.00	\$3,800.00	\$3,800.00	\$3,800.00	\$3,800.00	\$45,600.00
Auto/Truck	\$4,500.00	\$4,500.00	\$4,500.00	\$4,500.00	\$4,500.00	\$4,500.00	\$4,500.00	\$4,500.00	\$4,500.00	\$4,500.00	\$4,500.00	\$4,500.00	\$54,000.00
Auto Lease	\$1,900.00	\$1,900.00	\$1,900.00	\$1,900.00	\$1,900.00	\$1,900.00	\$1,900.00	\$1,900.00	\$1,900.00	\$1,900.00	\$1,900.00	\$1,900.00	\$22,800.00
Bank Fee	\$600.00	\$600.00	\$600.00	\$600.00	\$600.00	\$600.00	\$600.00	\$600.00	\$600.00	\$600.00	\$600.00	\$600.00	\$7,200.00
Building Exp	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00	\$6,000.00
Commission	\$13,730.32	\$15,306.15	\$12,639.60	\$13,963.68	\$14,992.73	\$14,421.57	\$14,707.14	\$14,992.71	\$15,563.87	\$15,563.87	\$15,563.87	\$14,707.14	\$176,152.65
Computer/Internet	\$1,600.00	\$1,600.00	\$1,600.00	\$1,600.00	\$1,600.00	\$1,600.00	\$1,600.00	\$1,600.00	\$1,600.00	\$1,600.00	\$1,600.00	\$1,600.00	\$19,200.00
Credit Card Fee	\$2,400.00	\$2,400.00	\$2,400.00	\$2,400.00	\$2,400.00	\$2,400.00	\$2,400.00	\$2,400.00	\$2,400.00	\$2,400.00	\$2,400.00	\$2,400.00	\$28,800.00
Insurance Expense	\$10,000.00	\$10,000.00	\$10,000.00	\$10,000.00	\$10,000.00	\$10,000.00	\$10,000.00	\$10,000.00	\$10,000.00	\$10,000.00	\$10,000.00	\$10,000.00	\$120,000.00
Meals & Entertainment	\$1,000.00	\$1,000.00	\$4,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$15,000.00
Payroll Expenses	\$92,397.00	\$92,397.00	\$92,397.00	\$92,397.00	\$92,397.00	\$92,397.00	\$92,397.00	\$92,397.00	\$92,397.00	\$92,397.00	\$92,397.00	\$92,397.00	\$1,108,764.00
Printing and Reproduction	\$3,500.00	\$3,500.00	\$3,500.00	\$3,500.00	\$3,500.00	\$3,500.00	\$3,500.00	\$3,500.00	\$3,500.00	\$3,500.00	\$3,500.00	\$3,500.00	\$42,000.00
Professional Fees	\$1,200.00	\$1,200.00	\$1,200.00	\$1,200.00	\$1,200.00	\$1,200.00	\$1,200.00	\$1,200.00	\$1,200.00	\$1,200.00	\$1,200.00	\$1,200.00	\$14,400.00
Repairs and Maintenance	\$1,781.68	\$1,781.68	\$1,781.68	\$1,781.68	\$1,781.68	\$1,781.68	\$1,781.68	\$1,781.68	\$1,781.68	\$1,781.68	\$1,781.68	\$1,781.68	\$21,380.16
Shipping / Freight	\$30,400.00	\$45,112.88	\$31,093.17	\$41,053.83	\$44,078.01	\$42,399.99	\$43,239.00	\$44,078.60	\$40,065.22	\$40,065.22	\$40,065.22	\$37,773.38	\$479,424.52
Show Booth	\$0.00	\$7,000.00	\$7,000.00	\$0.00	\$0.00	\$0.00	\$0.00	\$18,000.00	\$0.00	\$0.00	\$0.00	\$0.00	\$32,000.00
Telephone Expense	\$1,600.00	\$1,600.00	\$1,600.00	\$1,600.00	\$1,600.00	\$1,600.00	\$1,600.00	\$1,600.00	\$1,600.00	\$1,600.00	\$1,600.00	\$1,600.00	\$19,200.00
Travel Expense	\$1,500.00	\$5,000.00	\$5,000.00	\$1,500.00	\$1,500.00	\$1,500.00	\$1,500.00	\$1,500.00	\$1,500.00	\$1,500.00	\$1,500.00	\$1,500.00	\$25,000.00
Utilities	\$5,200.00	\$5,200.00	\$5,200.00	\$5,200.00	\$5,200.00	\$5,200.00	\$5,200.00	\$5,200.00	\$5,200.00	\$5,200.00	\$5,200.00	\$5,200.00	\$62,400.00
Warehouse Supplies	\$13,000.00	\$13,000.00	\$13,000.00	\$13,000.00	\$13,000.00	\$13,000.00	\$13,000.00	\$13,000.00	\$13,000.00	\$13,000.00	\$13,000.00	\$13,000.00	\$156,000.00
Total Exp	<u>\$190,609.00</u>	<u>\$217,397.71</u>	<u>\$203,711.45</u>	<u>\$201,496.19</u>	<u>\$205,549.42</u>	<u>\$203,300.24</u>	<u>\$204,424.82</u>	<u>\$223,549.99</u>	<u>\$202,107.77</u>	<u>\$202,107.77</u>	<u>\$202,107.77</u>	<u>\$198,959.20</u>	<u>\$2,455,321.33</u>
Net Profit	\$29,076.18	\$27,500.75	-\$1,477.87	\$21,922.49	\$34,334.14	\$27,444.82	\$30,889.45	\$16,333.49	\$46,914.13	\$46,914.13	\$46,914.13	\$36,355.07	\$363,120.90

2029

	January	February	March	April	May	June	July	August	Sept	Oct	Nov	Dec	Annual
Total Sales/Revenue	\$565,689.33	\$581,110.39	\$479,872.47	\$575,303.09	\$617,700.15	\$594,168.51	\$605,934.22	\$617,699.96	\$641,231.39	\$641,231.39	\$641,231.39	\$605,934.25	\$7,167,106.54
Total Income	\$565,689.33	\$581,110.39	\$479,872.47	\$575,303.09	\$617,700.15	\$594,168.51	\$605,934.22	\$617,699.96	\$641,231.39	\$641,231.39	\$641,231.39	\$605,934.25	\$7,167,106.54
Cost Goods	\$339,413.60	\$348,666.23	\$287,923.48	\$345,181.85	\$370,620.09	\$356,501.11	\$363,560.53	\$370,619.98	\$384,738.83	\$384,738.83	\$384,738.83	\$363,560.55	\$4,300,263.92
Total Cost Goods	\$339,413.60	\$348,666.23	\$287,923.48	\$345,181.85	\$370,620.09	\$356,501.11	\$363,560.53	\$370,619.98	\$384,738.83	\$384,738.83	\$384,738.83	\$363,560.55	\$4,300,263.92
Gross Profit	<u>\$226,275.73</u>	<u>\$232,444.16</u>	<u>\$191,948.99</u>	<u>\$230,121.24</u>	<u>\$247,080.06</u>	<u>\$237,667.40</u>	<u>\$242,373.69</u>	<u>\$247,079.98</u>	<u>\$256,492.56</u>	<u>\$256,492.56</u>	<u>\$256,492.56</u>	<u>\$242,373.70</u>	<u>\$2,866,842.62</u>
Expense													
Adveristing	\$4,000.00	\$4,000.00	\$4,000.00	\$4,000.00	\$4,000.00	\$4,000.00	\$4,000.00	\$4,000.00	\$4,000.00	\$4,000.00	\$4,000.00	\$4,000.00	\$48,000.00
Auto/Truck	\$4,700.00	\$4,700.00	\$4,700.00	\$4,700.00	\$4,700.00	\$4,700.00	\$4,700.00	\$4,700.00	\$4,700.00	\$4,700.00	\$4,700.00	\$4,700.00	\$56,400.00
Auto Lease	\$2,500.00	\$2,500.00	\$2,500.00	\$2,500.00	\$2,500.00	\$2,500.00	\$2,500.00	\$2,500.00	\$2,500.00	\$2,500.00	\$2,500.00	\$2,500.00	\$30,000.00
Bank Fee	\$600.00	\$600.00	\$600.00	\$600.00	\$600.00	\$600.00	\$600.00	\$600.00	\$600.00	\$600.00	\$600.00	\$600.00	\$7,200.00
Building Exp	\$600.00	\$600.00	\$600.00	\$600.00	\$600.00	\$600.00	\$600.00	\$600.00	\$600.00	\$600.00	\$600.00	\$600.00	\$7,200.00
Commission	\$14,142.24	\$14,527.76	\$11,996.81	\$14,382.58	\$15,442.50	\$14,854.21	\$15,148.36	\$15,442.50	\$16,030.78	\$16,030.78	\$16,030.78	\$15,148.36	\$179,177.66
Computer/internet	\$1,500.00	\$1,500.00	\$1,500.00	\$1,500.00	\$1,500.00	\$1,500.00	\$1,500.00	\$1,500.00	\$1,500.00	\$1,500.00	\$1,500.00	\$1,500.00	\$18,000.00
Credit Card Fee	\$2,700.00	\$2,700.00	\$2,700.00	\$2,700.00	\$2,700.00	\$2,700.00	\$2,700.00	\$2,700.00	\$2,700.00	\$2,700.00	\$2,700.00	\$2,700.00	\$32,400.00
Insurance Expense	\$10,000.00	\$10,000.00	\$10,000.00	\$10,000.00	\$10,000.00	\$10,000.00	\$10,000.00	\$10,000.00	\$10,000.00	\$10,000.00	\$10,000.00	\$10,000.00	\$120,000.00
Meals & Entertainment	\$1,200.00	\$1,200.00	\$1,200.00	\$1,200.00	\$1,200.00	\$1,200.00	\$1,200.00	\$1,200.00	\$1,200.00	\$1,200.00	\$1,200.00	\$1,200.00	\$14,400.00
Payroll Expenses	\$96,092.88	\$96,092.88	\$96,092.88	\$96,092.88	\$96,092.88	\$96,092.88	\$96,092.88	\$96,092.88	\$96,092.88	\$96,092.88	\$96,092.88	\$96,092.88	\$1,153,114.56
Printing and Reproducti	\$3,500.00	\$3,500.00	\$3,500.00	\$3,500.00	\$3,500.00	\$3,500.00	\$3,500.00	\$3,500.00	\$3,500.00	\$3,500.00	\$3,500.00	\$3,500.00	\$42,000.00
Professional Fees	\$1,200.00	\$1,200.00	\$1,200.00	\$1,200.00	\$1,200.00	\$1,200.00	\$1,200.00	\$1,200.00	\$1,200.00	\$1,200.00	\$1,200.00	\$1,200.00	\$14,400.00
Repairs and Maintenanc	\$1,781.68	\$1,781.68	\$1,781.68	\$1,781.68	\$1,781.68	\$1,781.68	\$1,781.68	\$1,781.68	\$1,781.68	\$1,781.68	\$1,781.68	\$1,781.68	\$21,380.16
Shipping / Freight	\$32,400.00	\$47,112.88	\$32,093.17	\$42,053.83	\$45,078.01	\$43,400.00	\$44,239.00	\$44,239.00	\$41,065.22	\$41,065.22	\$41,065.22	\$38,773.38	\$492,584.93
Show Booth	\$0.00	\$7,000.00	\$7,000.00	\$0.00	\$0.00	\$0.00	\$0.00	\$18,000.00	\$0.00	\$0.00	\$0.00	\$0.00	\$32,000.00
Telephone Expense	\$1,700.00	\$1,700.00	\$1,700.00	\$1,700.00	\$1,700.00	\$1,700.00	\$1,700.00	\$1,700.00	\$1,700.00	\$1,700.00	\$1,700.00	\$1,700.00	\$20,400.00
Travel Expense	\$1,000.00	\$4,000.00	\$4,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$18,000.00
Utilities	\$5,000.00	\$5,000.00	\$5,000.00	\$5,000.00	\$5,000.00	\$5,000.00	\$5,000.00	\$5,000.00	\$5,000.00	\$5,000.00	\$5,000.00	\$5,000.00	\$60,000.00
Warehouse Supplies	\$12,000.00	\$12,000.00	\$12,000.00	\$12,000.00	\$12,000.00	\$12,000.00	\$12,000.00	\$12,000.00	\$12,000.00	\$12,000.00	\$12,000.00	\$12,000.00	\$144,000.00
Total Exp	<u>\$196,616.80</u>	<u>\$221,715.20</u>	<u>\$204,164.54</u>	<u>\$206,510.97</u>	<u>\$210,595.07</u>	<u>\$208,328.77</u>	<u>\$209,461.92</u>	<u>\$227,756.06</u>	<u>\$207,170.56</u>	<u>\$207,170.56</u>	<u>\$207,170.56</u>	<u>\$203,996.30</u>	\$2,510,657.31
Net Profit	\$29,658.93	\$10,728.96	-\$12,215.55	\$23,610.27	\$36,484.99	\$29,338.63	\$32,911.77	\$19,323.92	\$49,322.00	\$49,322.00	\$49,322.00	\$38,377.40	\$356,185.31

	January	February	March	April	May
Total Sales/Revenue	\$506,099.75	\$564,184.85	\$465,895.61	\$514,700.78	\$552,631.75
Total Income	\$506,099.75	\$564,184.85	\$465,895.61	\$514,700.78	\$552,631.75
Total Cost Goods	\$303,659.85	\$338,510.91	\$279,537.37	\$308,820.47	\$331,579.05
<u>Gross Profit</u>	<u>\$202,439.90</u>	<u>\$225,673.94</u>	<u>\$186,358.24</u>	<u>\$205,880.31</u>	<u>\$221,052.70</u>
Expense					
Adveristing	\$3,800.00	\$3,800.00	\$3,800.00	\$3,800.00	\$3,800.00
Auto/Truck	\$3,200.00	\$3,200.00	\$4,200.00	\$4,200.00	\$4,200.00
Auto Lease	\$1,700.00	\$1,700.00	\$1,700.00	\$1,700.00	\$1,700.00
Bank Fee	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00
Building Exp	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00
Commission	\$12,652.47	\$14,104.42	\$11,647.39	\$12,867.51	\$13,815.79
Computer/internet	\$1,500.00	\$1,500.00	\$1,500.00	\$1,500.00	\$1,500.00
Credit Card Fee	\$2,100.00	\$2,100.00	\$2,100.00	\$2,100.00	\$2,100.00
Insurance Expense	\$9,000.00	\$9,000.00	\$9,000.00	\$9,000.00	\$9,000.00
Meals & Entertainmen	\$1,000.00	\$1,000.00	\$4,000.00	\$1,000.00	\$1,000.00
Payroll Expenses	\$88,843.26	\$88,843.26	\$88,843.26	\$88,843.26	\$88,843.26
Printing and Reprodu	\$3,500.00	\$3,500.00	\$3,500.00	\$3,500.00	\$3,500.00
Professional Fees	\$1,200.00	\$1,200.00	\$1,200.00	\$1,200.00	\$1,200.00
Repairs and Maintena	\$1,781.68	\$1,781.68	\$1,781.68	\$1,781.68	\$1,781.68
Shipping / Freight	\$28,000.00	\$39,492.94	\$29,612.54	\$36,029.05	\$38,684.22
Show Booth	\$0.00	\$7,000.00	\$7,000.00	\$0.00	\$0.00
Telephone Expense	\$1,400.00	\$1,400.00	\$1,400.00	\$1,400.00	\$1,400.00
Travel Expense	\$1,000.00	\$4,000.00	\$4,000.00	\$1,000.00	\$1,000.00
Utilities	\$4,800.00	\$4,800.00	\$4,800.00	\$4,800.00	\$4,800.00
Warehouse Supplies	\$11,000.00	\$11,000.00	\$11,000.00	\$11,000.00	\$11,000.00
Total Exp	<u>\$177,477.41</u>	<u>\$200,422.30</u>	<u>\$192,084.87</u>	<u>\$186,721.50</u>	<u>\$190,324.95</u>
Net Profit	\$24,962.49	\$25,251.64	-\$5,726.63	\$19,158.81	\$30,727.75